

FIGURE 1

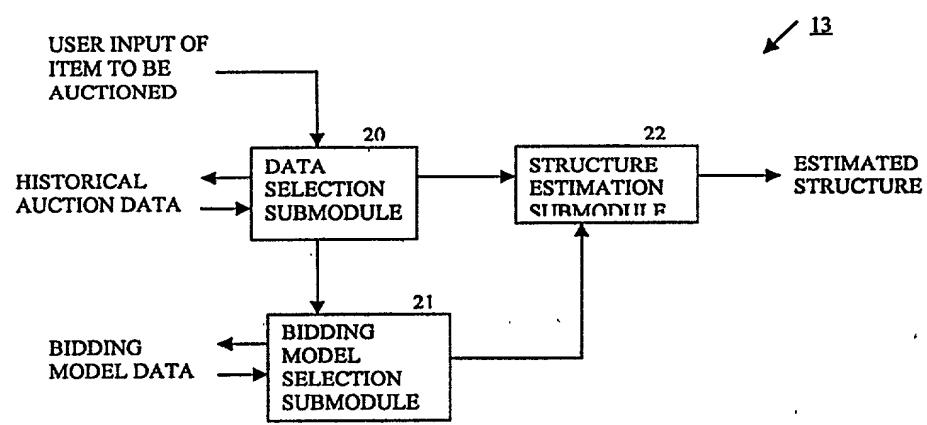


FIGURE 2

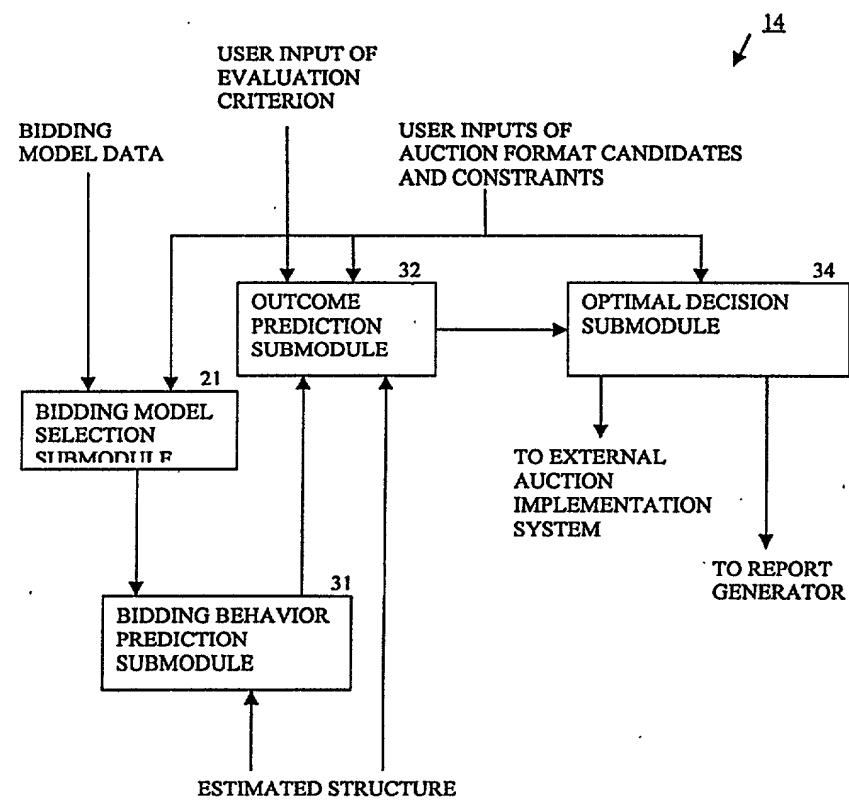


FIGURE 3

DATA SELECTION SUBMODULE

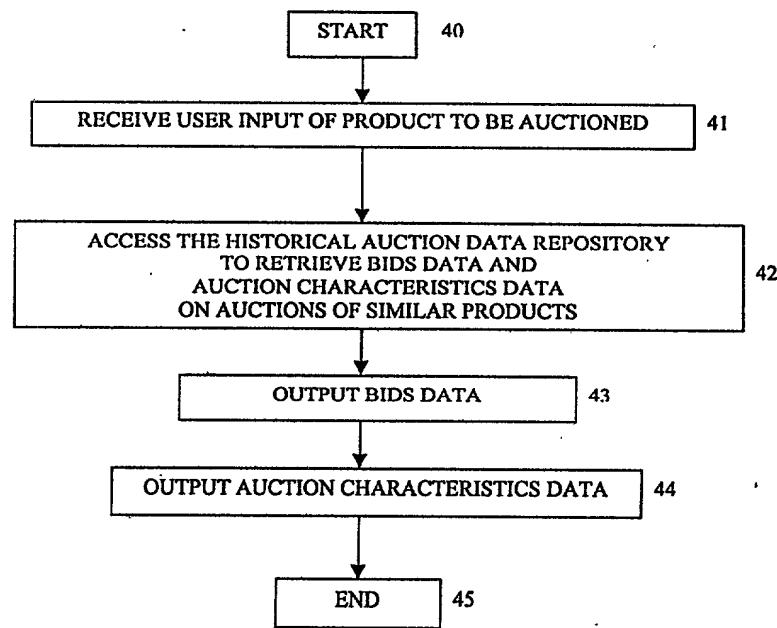


FIGURE 4

BIDDING MODEL SELECTION SUBMODULE

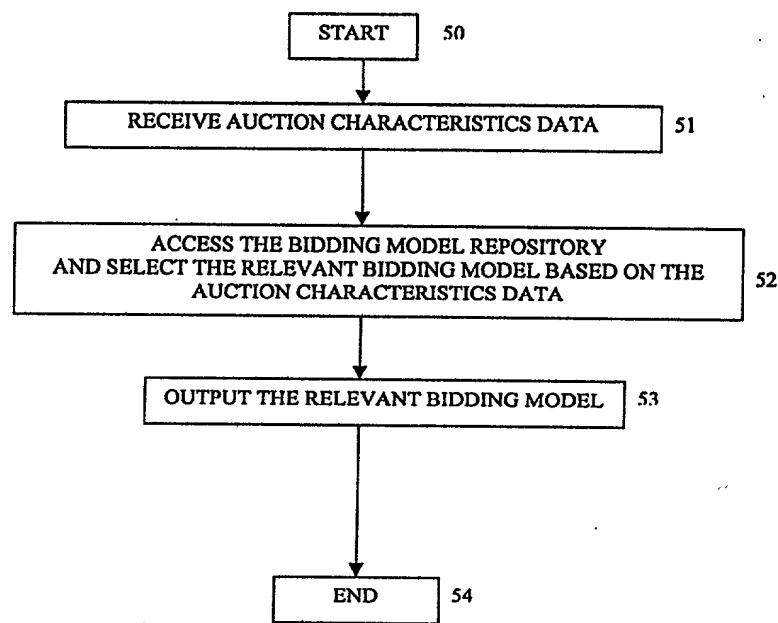


FIGURE 5

STRUCTURE ESTIMATION SUBMODULE

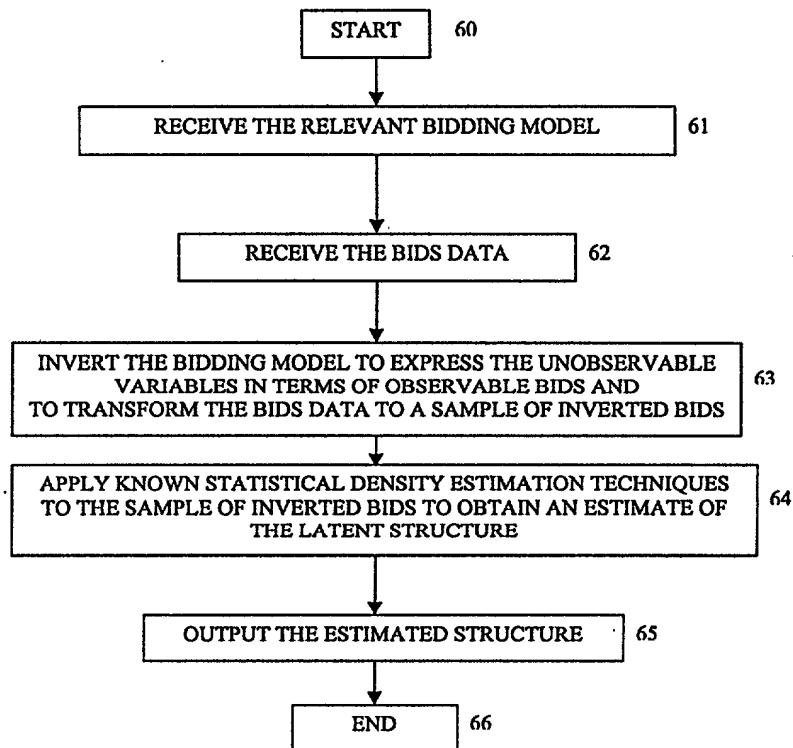


FIGURE 6

BIDDING BEHAVIOR PREDICTION SUBMODULE

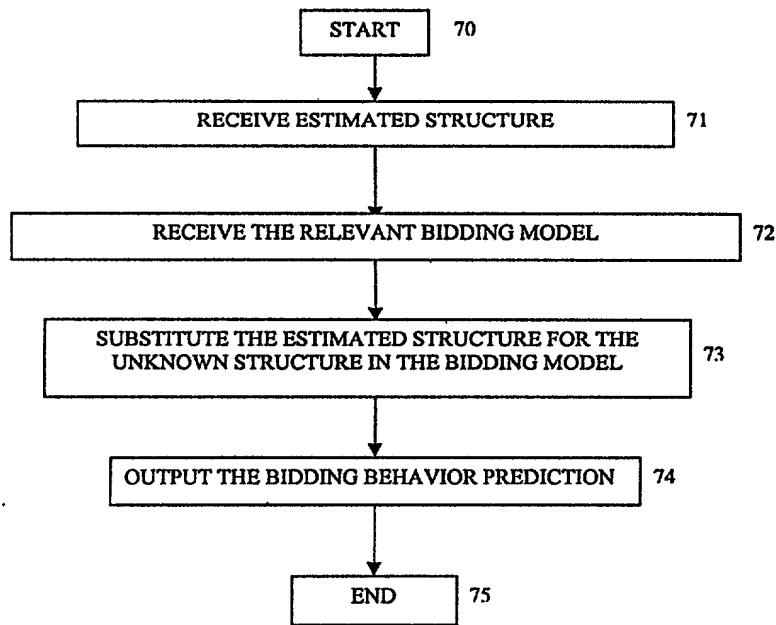


FIGURE 7

OUTCOME PREDICTION SUBMODULE

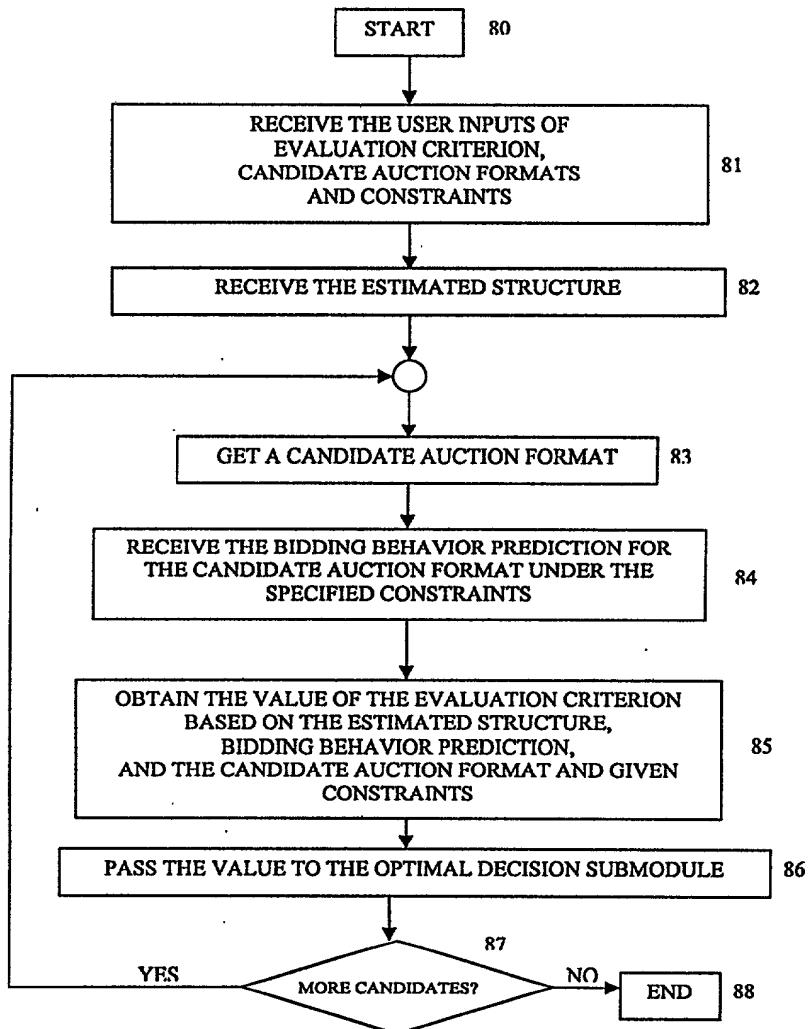


FIGURE 8

OPTIMAL DECISION SUBMODULE

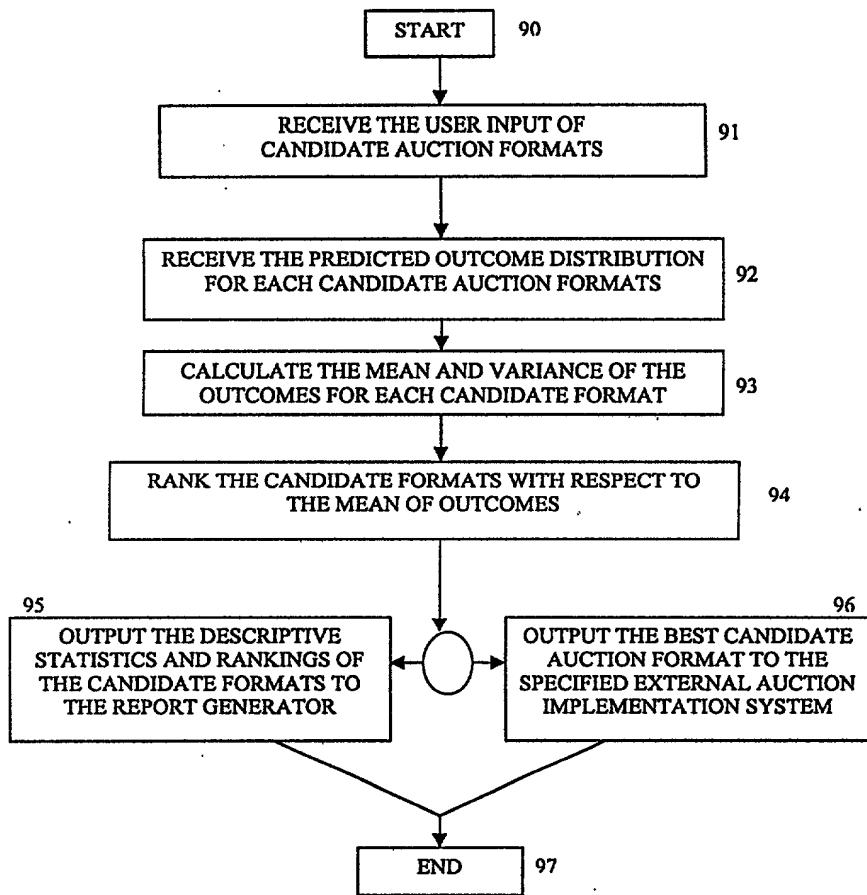


FIGURE 9

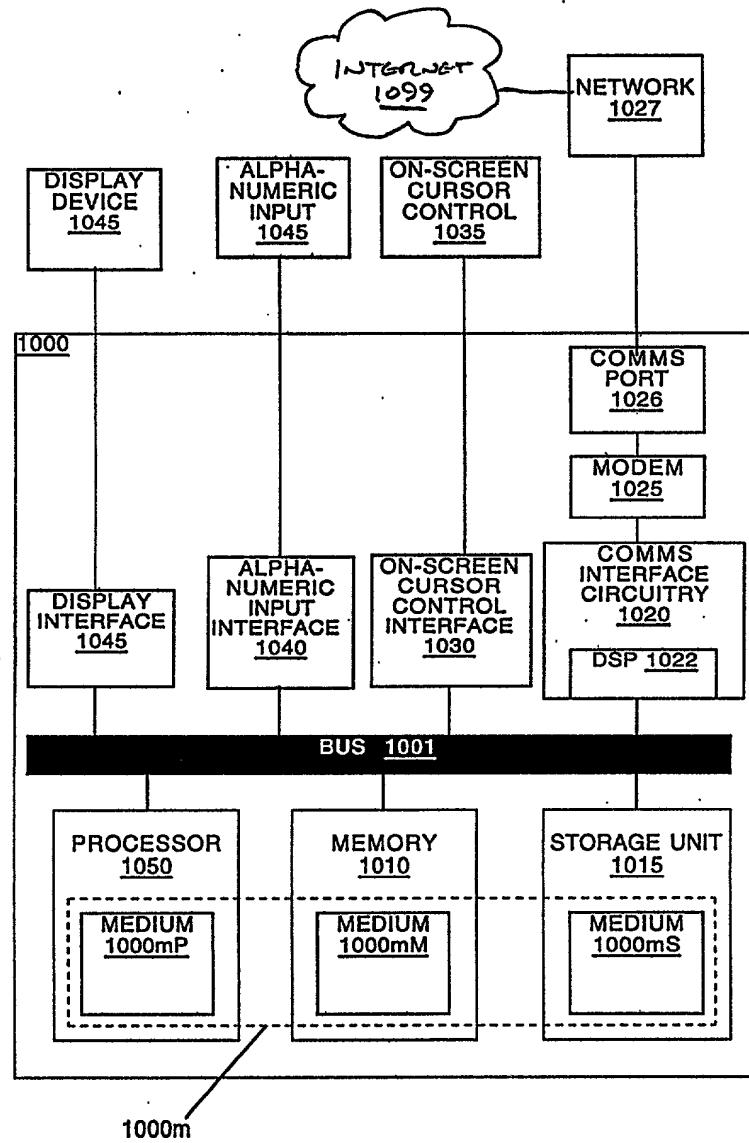


Figure 10

Figure 11a

Historical Auction Data Repository contains data on past auctions. For the purposes of present invention, the following variables are observed for each auction in the database.

Auction:

Auction ID

Further Auction Characteristics

Auctioned Item:

Item ID

Name

Quantity

Description

Further Item Characteristics

Mechanism:

Auction Format

Reserve price

Further Mechanism Characteristics

Bidders:

Bidder ID

Segment ID

Further Bidder Characteristics

Bids:

Identities of participating bidders

Bids submitted by participating bidders

Outcomes:

Assigned payments for each bidder

Assigned quantities for each bidder

Figure 11b

AUCTION CHARACTERISTICS:

Auction ID

Item ID

Item Name

Quantity

Dates:

Announcement

Start

Close

Seller/Buyer ID

Auction Mechanism Characteristics

Invited Bidders' IDs

Participating Bidders' IDs and Bids, Quantities

Outcome:

Assigned Price for each bidder

Assigned Quantities for each bidder

Fees:

Shipping & Handling

Taxes

Auctioneer Fees:

Posting Fee

Ad Valorem Fee

Figure 11c

BIDS:

Bid ID
Auction ID
Item ID
Bidder ID
Bid Time Stamp
Price Bid
Bid Type
 Proxy
 Direct
Quantity Desired
Minimum Quantity
Currency

Figure 11d

MECHANISM CHARACTERISTICS:

Format

English
Dutch
Sealed Bid First Price
Sealed Bid Second Price
Vickrey
etc

Buy/Sell

Entry Rule

Open

Free

Fee

Invitation

Free

Fee

Reserve Price

Secret

Open

Start Price

Bid Increment

Fixed

Relative

Closing Rule

Inactivity Time

Fixed Closing Time

Figure 11e

ITEM CHARACTERISTICS:

Item ID
Name
Description
Location
SKU
Manufacturer
Model Number
Condition
Warranty
Weight
Weight Unit
Measurement Unit
Currency
List Price
etc

Figure 11f

BIDDER CHARACTERISTICS:

- ID**
- Segment ID**
- Name**
- Address**
- General Information**
- Socio Demographic Information**
- Etc**

Figure 11g

SELLER/BUYER CHARACTERISTICS:

Seller/Buyer ID

Name

Address

General Information

Socio Demographic Information

Etc

Figure 12

